# NAME: Anita kimanzi

INSTITUTION: AkiraChix

TASK: My book

DATE OF SUBMISSION: Friday

THE

**Success**

Principles

Jack canfield

Keeping my eye on the ball, advertising, saying “I love u”, controlling my carbohydrate intake?

Or: what am I doing that’s not working? What do I need to be doing less of? Am talking too much , watching too much television ,spending too much money, eating too much sugar ,drinking too much, being late too often, gossiping ,putting other people down?

You can also ask yourself: What am I not doing that I need to try and see if it works? Do I need to listen more ,exercise, get more sleep, drink more water, ask for help, do more marketing read , plan communicate,delegate,follow through hire a coach, volunteer or be more appreciative?

This book is full of proven success principles and techniques you can immediately put in practice in your life.You will have to suspend judgement, take a leap of faith,act as if they are true, and try them out. Only then will you have firsthand experience about their effectiveness for your life. You won’t know if they work until you give them a try. And here’s the rub-no one else can do this for you. Only you can do it.

But the formula is simple-do more of what is working, do less of what isn’t, and try on new behavior s to see if they produce matter results.

PAY ATTENTION . . . YOUR RESULT DON’T LIE

The easiest, fasten and best way to find out what is or isn’t working is to pay attention to the result you currently producing .You are either rich or not. You either command respect or you don’t .You are either golfing par or you are not. You either maintaining your ideal body weight or you are not. You are either happy or you are not, you either have what you want or you don’t. It’s that simple. Results don’t lie!

You have to give up any excuses and justifications and come to terms with the results you are producing. If you are under quota or overweight, all the great reasons in the world won’t change that. The only thing that will change your results is to change your behavior. Prospect more, get some sales training, change your sales presentation, change your diet, consume fewer calories, and exercise more frequently –this are things that will make a difference. But you have to first be willing to look at the results you are producing. The only starting point that works is reality.

So start paying attention to what is so. Look around at your life and the people in it. Are you and they happy? Is there balance, beauty, confort, and ease. Do your systems work? Are you getting what you want? Is your net worth increasing? Are your grades satisfactory? Are you healthy, fit, and

THE FUNDAMENTALS OF SUCCESS

Pain-free? Are you getting better in all areas of your life? If not, then something needs to happen, and only you can make it happen.

Don’t kid yourself. Be ruthlessly honest with yourself. Take your own inventory.

FROM VICTIM TO VICTORY

Raj Bhavsar was born to be a gymnast. It was a natural career choice for a kid who-at the age of 4- lived to climb up things, including trees and furniture, and jump off them. His parents, worried that he’d hurt himself and destroy there their house, signed him up for gymnastics classes at a nearby gym. Raj quickly fell in love with the sport, and by the age of 10, he wanted to be the best at this sport that he loved and represent his country in the Olympics.

He began focusing intensely on becoming a better gymnast, and soon the success began to show. He started winning first and second place at competitions and was a five –time Texas champion by the time he entered high school.

High school and college years were a blur of awards and champions-ship: regional state champion, national champion, senior national team, and then placed in two medal-winning championship teams. In his mind he was unstoppable.

In 2004, Raj was competing for a spot in U.S. Olympic gymnastics team. Of the 12 routines he’d done, 11 of them had been perfect. Everybody agreed that he was a shoe-in. Elated, he was thinking, Greece here I come!